

# metalCONSTRUCTION NEWS

The news, products & strategies driving the metal construction industry. Published since 1980.

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May 2004

## Steelmakers, Product Manufacturers Share Views About Steel Situation

By Shawn Zuver  
Editor-In-Chief

The steel situation—characterized by reports of higher prices, shortages, allocations and even cancelled orders—continues to be the most important story in the metal construction industry.

As we've reported in the past two

issues, our industry is one of many that has been directly affected by the situation. Contractors and product suppliers alike share in the headaches that accompany this unprecedented phenomenon.

Our staff continues to talk with industry professionals on a daily basis, so we can stay up-to-date on

what's happening in the industry. As this was being written in early April, there were no signs of significant change. We were still hearing reports of further price increases, along with the ongoing concerns about when the situation might stabilize.

Rather than just offering you another review of the causes of the

steel price increases and shortages (detailed in March and April MCN), we've enlisted the aid of several industry experts—including the American Iron & Steel Institute, steelmakers and manufacturers of a variety of metal construction products. They've generously offered assessments and outlooks for the cur-

rent situation. Some of the comments (brief samples are shown below) address specific questions, while others are overviews of what's been happening—in all cases, these industry leaders offered thoughtful commentary that sheds significant light on a confusing issue.

[Comments begin on Page 4](#)



"It can't continue at this pace or people will look to substitute steel products with other materials."

Mike Petersen, Petersen Aluminum



"We are suggesting to our customers that they find ways of protecting themselves in their contract language."

Wayne Dickinson, MBCI



"I really don't understand why the national media has squashed this issue to the public."

Rick Dodge, Rib Roof



"AISI's North American producers are working hard to meet the needs of their customers during these extraordinary conditions in global steel markets."

Andrew Sharkey, AISI

## Metl-Span Plans Additional Facility

Metl-Span has announced plans to open a new manufacturing facility, in North Las Vegas, NV, for its line of



Doug Pickens

TX, headquarters.

The new 165,000 sq. ft. plant is

polyurethane insulated metal roof and wall panels. The company currently has production facilities in Richmond, VA, and at its Dallas,

expected to be in full production in the first quarter of 2005. The operation will employ 75 people when completely staffed.

"This expansion fits our strategy to be the leading insulated panel manufacturer in North America," explained Doug Pickens, vice president of sales and marketing. "The West Coast represents approximately 20% of the U.S. market and is growing significantly faster than the rest of the country. This expansion will allow

[To Page 26, Metl-Span](#)

## METALCON '04 Planned For October In Las Vegas

Now in its 14th year, METALCON International, sponsored by the Metal Construction Association, has established itself as the most important event in the metal construction industry. The Las Vegas Convention Center will be the site of this year's gathering, October 20-22, where a pickup truck will be given to a lucky show attendee.

Claire Kilcoyne, show manager, noted that designers, builders, devel-

opers and suppliers from about 40 countries attend METALCON each year, and more than 300 companies will exhibit the latest products and technology in Las Vegas.



As in the past, there'll be three days of educational programs, product and practices demonstrations, meetings and exhibits of interest to anyone who's involved in metal construction. Some changes are also planned which are

sure to spark even more interest in the festivities.

An important note for attendees is that this year's show dates will shift to Wednesday through Friday, from

[To Page 68, METALCON](#)

## Cool Metal Roofing On Whole Building Design Guide Website

The Cool Metal Roofing Coalition has announced the recent posting of the Cool Metal Roofing Resource Page to the Whole Building Design Guide (WBDG) website.

The WBDG, a project of the National Institute of Building Sciences, provides single-point uniform access and use of facility information in a knowledge-based man-

agement environment. It gives an overview of topics, concepts, and "best practices" associated with good "whole building" design, and then offers a ready means of accessing commercial and government guides, standards, and criteria for creating quali-



Cool Metal Roofing

ty, high-performance building projects.

Resource Pages are at the heart of the WBDG, providing reductive summaries on topics written by industry experts. The Cool Metal Roofing Resource Page—actually eight pages—discusses metal

roofing and, in particular, cool metal roofing. The types and characteristics of metal roofing are reviewed, as well as useful life and life cycle economics. Low-slope and retrofit applications, relevant codes, energy standards and rating programs are comprehensively covered. Many additional resources are identified, with

[To Page 26, Cool Metal Roofing](#)

## Ritchie Named CEO Of Security Technologies Inc.



Tim Ritchie

Security Technologies Inc.—parent company of Roll A Flex Doors Corp., Roll Right Industries Inc. and Provo Steel & Supply Co.—announced that its board of directors has appointed Timothy W. Ritchie as its new CEO.

"Since the formation of Security Technologies Inc. by Equinox Capital in 1999, we have worked closely with management to develop an organization

[To Page 26, Ritchie](#)

[Contractor profile: MCN's Top Metal Builder Of 2003...](#)

## Ongoing Relationships Very Important To Span Construction & Engineering's Success

By Racheal Tafelski  
Assistant Editor

The totals are in and the results have been tallied. Span Construction & Engineering Inc.

of Madera, CA, has once again, for the 14th year in a row, been named *Metal Construction News'* Top Metal Builder of 2003. This year, Span purchased 21,654 tons of steel for metal buildings and its



King Husein

construction volume was \$90 million from 95 projects.

This distinguished member of the metal construction industry has had many successes in its 23 years of service designing and constructing commercial, industrial and agricultural projects using VP Buildings. However, Span is not immune to challenges that faced many contractors in recent months.

King Husein, president of Span, commented, "The recent steel shortage and price increases are consuming all our time and energy. It is very difficult to manage our business under these circumstances. Last year was a very challenging year for Span and, I believe, for many companies in our industry. We were optimistic



Span has completed numerous Costco projects through the years, including this recent one in Inglewood, CA.

at the start of 2004 that our business was improving because we were experiencing steady bookings. However, the crisis created by the steel shortage and price increases have the potential of turning 2004 into another challenging year."

[To Page 16, Span](#)



This Buzz Oates project in Phoenix, AZ, is one of many that Span has handled as part of the companies' ongoing relationship.

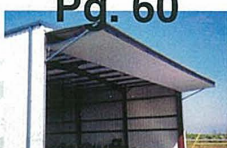


### ON THE INSIDE . . .

#### Product Report

Doors for metal buildings.

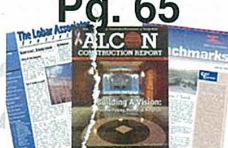
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#### Featured Topic

Marketing strategies: metal buildings.

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#### Job Applications

Entertainment complexes.

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#### Special Emphasis

MCN's Top 100 Metal Builders.

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#### Supplier Feature

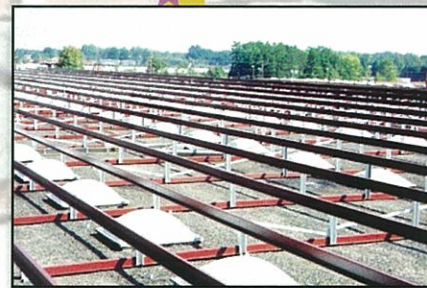
Gibraltar.

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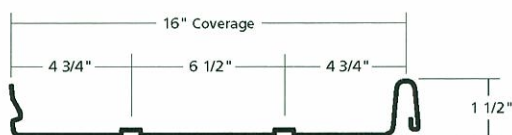
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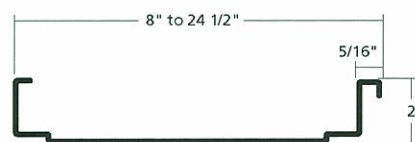
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## TOP METAL BUILDER

From Front Page, Span

Span may overcome this year's challenges by using the same principles that have kept it the #1 builder for the last 14 years. Husein explained why Span has maintained its #1 status, "By providing dedicated service to key clients such as Costco Wholesale and Buzz Oates Companies and Enterprises, forming alliances with reputable architects such as MulvannyG2, and by continuing to practice the basic principles that were instilled at the inception of the company i.e., honesty, commitment, quality, service and fair value on every project."

Relationships are a large part of Span's business. Husein stated, "Span's core business is built on repeat clients. They know what to expect from Span based on the history and strength of our relationship and they continue to challenge Span to increase efficiency and provide greater value."

In addition, repeat clients allow Span other benefits. Husein continued, "Repeat clients allow Span to establish dedicated teams, give us the incentive to be innovative in products and programs to meet their needs, form alliances with suppliers and commit resources on a long term basis."

Approximately 80% of Span's business is from repeat clients and many customers are referred. To find out why, *Metal Construction News* asked some of Span's clients.



K. Fred Skousen

K. Fred Skousen, vice president of Brigham Young University, was drawn to Span because of the leadership of Husein. Skousen said, "Span has a reputation of high-quality construction, on-time delivery and cost efficiency."

These qualities were exactly what Span employed during the construction of a recent project for Husein's alma mater, Brigham Young University. In partnership with Oakland Construction Co., Span built two buildings on budget and on time. Skousen commented, "Our schedule was very tight. It was a fast-



Brigham Young University Indoor Practice Facility, Provo, UT.



track project, never before attempted by our organization. We saved 6-12 months with Span."

Span also helped the university with budget concerns. Skousen explained, "Span helped us significantly with the design and selection of materials. An early change in design saved us lots of money. Span also took direct interest in our project budget and worked with subs and all of us to make sure we came in under budget. Our total savings exceeded \$250,000."

The university has only done one project with Span, though Skousen said, "We would be delighted to use Span again. They performed outstandingly. Every person at Span, beginning at the top with King Husein and continuing with the field and office personnel,

was great to work with. They were sincerely interested in our project. They worked very hard to ensure we got exactly what we wanted, within our budget, and met an extremely demanding time schedule. I am a professor and used to grading performance. Span gets a perfect A grade in my book!"

Doug Barkdull, principal of Buzz Oates Enterprises Arizona, also appreciates Span's good performance. "Span has always performed well for us and has shown great expertise and responsiveness," he commented.

Buzz Oates is a developer and builder of large warehouse distribution buildings. The company builds in a variety of markets and has relied on metal construction products prior to using Span. "We benefit from Span's nationwide capability. We used to install our own roofs, but after in-depth analysis we chose to switch to Span. The standing seam insulated metal roof from Varco Pruden is the right type of roof for our product and Span is the largest contractor in the field," commented Barkdull.

Quality is important in distribution building's roofs and floors. The developer and builder returns to Span because Span is honest and does quality work. Barkdull concluded, "Span has always made our construction schedules and will go to great lengths to meet any priority situation we might have to satisfy our clients. It has also offered consistent pricing, consistent performance and has enabled us to concentrate on other aspects of our business. We will continue to use Span because

they offer value to our projects and they are honest and dependable."

Buzz Oates, managing partner of Buzz Oates Co. in Sacramento, CA, initially chose Span due to a reference. Value and safety is important to the Buzz Oates Co. "Span saves us momentous cost on large buildings. It always does the utmost to create safety on its jobs."

"I continue to use Span due to its good service, good value, as well as its honesty and conscientiousness. Span's good product produces a good reputation for the company. It has done everything and more than expected on our tight schedules."

Span has built numerous projects for Costco Wholesale, over 35,364,444 sq. ft. The 510 various projects include warehouses, remodels, depots and gas stations. In 2003, Costco Wholesale in Boise, ID, and Costco Depot in Dallas, TX, won the VP Buildings Hall of Fame Awards. Tom Walker, executive vice president of construction and distribution of Costco, said, "We are extremely pleased with Span's performance. All of our projects were completed in a timely manner and we are pleased with the quality of workmanship."

Costco is satisfied with VP Buildings' products. Walker continued, "We are very satisfied with the VP pre-engineering system and standing seam roofing. The benefits of our relationship are important to both of us because volume reduces our costs. It is a pleasure to work with professional companies like Span. We are looking forward to a continued successful relationship."

"In 1990 and 1991," Walker continued, "we were looking for a competitor to stick frame construction and had a desire to test pre-engineered buildings. Span has been a partner with Costco since 1991 and has always been a low cost provider as well as on schedule."

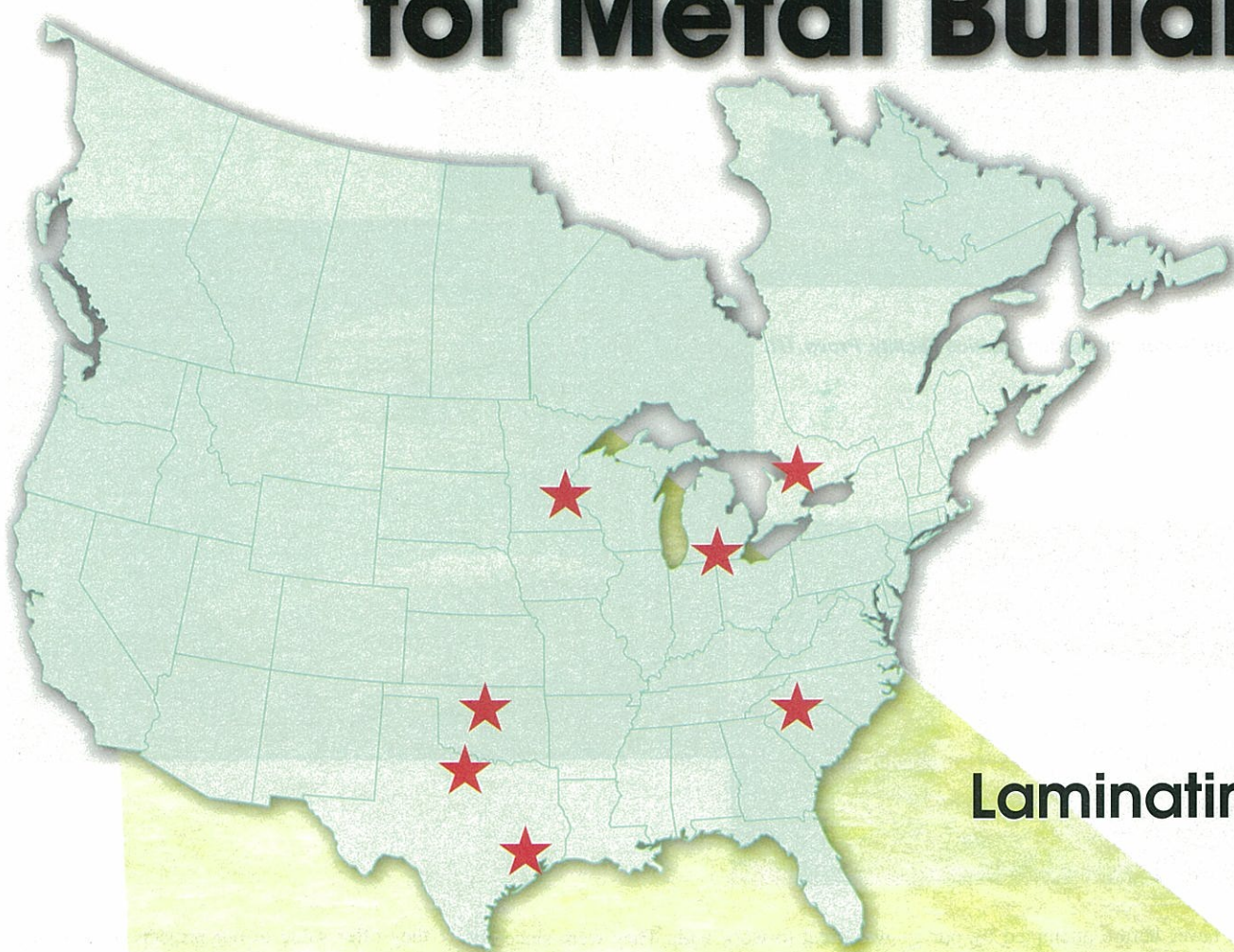


Span's largest project in 2003, Buzz Oates in Phoenix, AZ.





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## TOP METAL BUILDER

From Page 16, Span

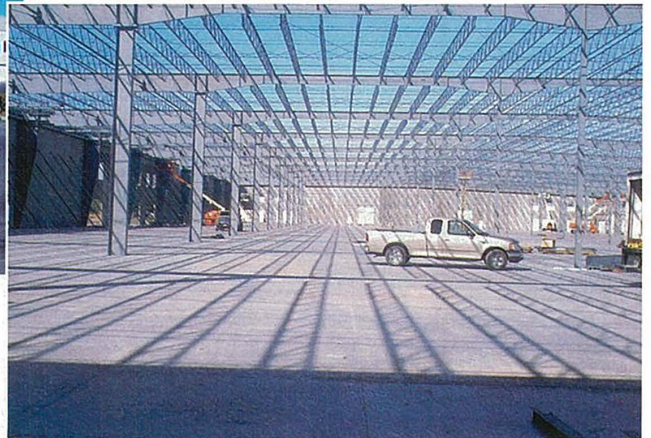
Walker also praised Span's safety programs. He said, "Safety and training go hand-in-hand. Span has the only pre-engineered university in the industry. Span and VP are leaders in their field in this area."

Schedules are important to Costco. Span was given only 45 days to complete one project. Walker commented, "Schedules are the utmost importance to us and the word tight does not express the impossible schedule that we impose on Span and VP."

"Span has earned the work they have done



Buzz Oates project in Fite Court, Stockton, CA.



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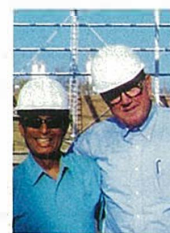
JM Johns Manville



for Costco. Construction is a people business and Span has quality people willing to excel and improve productivity and lower cost," Walker added.

Personalized team service and a team approach to architecture and construction are qualities that make Span a good fit for MulvannyG2 Architecture, according to Jerry Lee, chief executive officer of the firm. Lee commented, "Span's expertise and insight has given our firm a competitive advantage over other firms. It's people are very professional and have great expertise."

Lee said Span's safety programs were a good selling point and he appreciates Span's 'can do' attitude. The architectural firm will continue to use Span in the future. Lee noted, "Span has a great system. We have had no call-backs or complaints after installation. Span has consistently maintained our construction schedule and has good competitive pricing, both long term and short term."



King Husein and Dave Berry

Dave Berry has a special relationship with Span Construction. He helped establish it in 1980 by providing Husein with the necessary capital, insurance coverage, bonding capacity, staff, office space, and his knowledge and experience. Berry and Husein have continued their friendship even though Berry is no longer a partner at Span.

Berry Construction initially chose Span because of Husein's assurance to meet or surpass all requirements. Berry said, "We have never been disappointed. Span always keeps their commitments and provides professional services in all areas. Their design-build capabilities are an asset to our business. Projects are completed in a timely manner, even if they are on a tight time frame, and always within or below budget."

"Span's professionalism, commitment to quality, safety programs and schedule have had a very positive effect on our business. Span always has its clients' best interest in mind and views budgets and costs as if they were their own. They are very competitive in their business. In addition, Span has always provided the very highest quality workmanship and materials and that is reflected in our projects."

Span has several safety programs in place. Berry noted, "Safety is always a top priority with Span and Berry Construction. Providing a safe work environment is mandatory. A good safety history is an asset for any business. Span's commitment to safety is evident on every project."

It is not just Husein that Berry enjoys working with. Berry commented, "We have always enjoyed a very good working relation

To Page 20, Span



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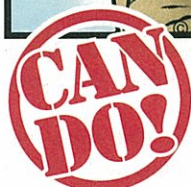
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## TOP METAL BUILDER

From Page 18, Span

ship with all of Span's personnel. They are always responsive to our sometimes unreasonable demands. They have an excellent staff that is readily available at all times. They are flexible and willing to work with you when unexpected changes are necessary. They are well trained in their business. Span University is a good training center for Span's personnel."

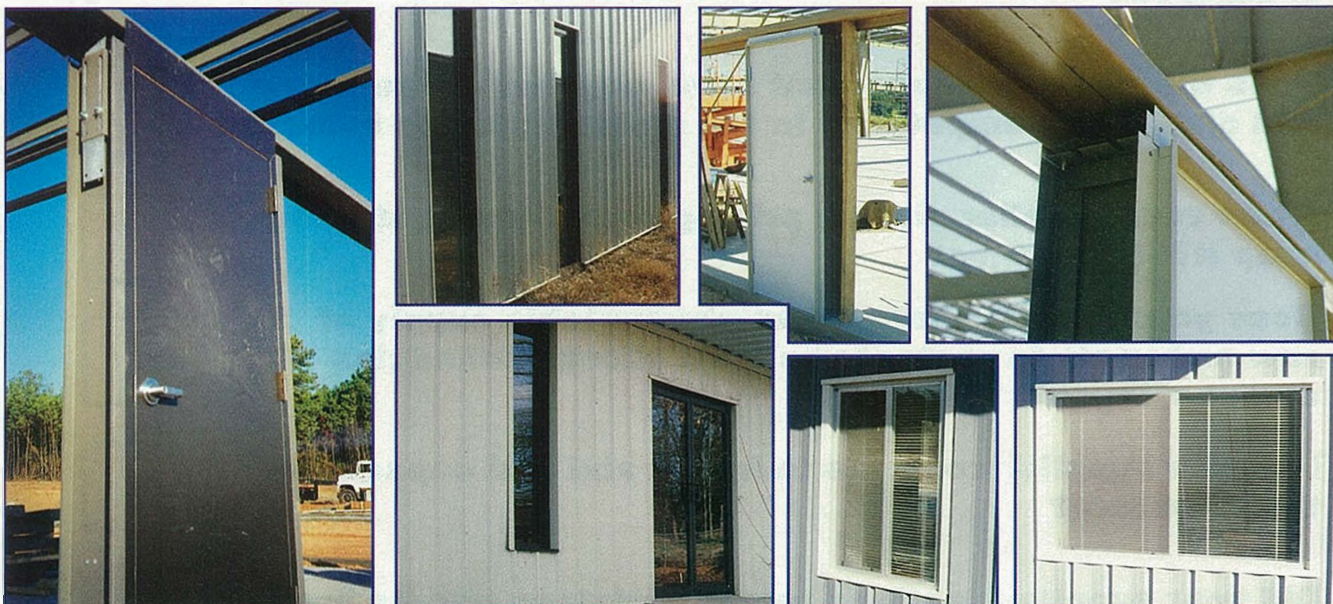
Berry said he will continue to use Span in the future and added, "Span's company philosophy fits well with our building program. It is very qualified and very responsive and has



Costco Wholesale projects in Commerce Township, MI (above), and in Folsom, CA (right).



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always performed in more than a satisfactory manner. Span continues to make it easy to do business with them."

Leland McPherrin, plant engineer at Escalon Premier Brands, originally planned to build with metal. Escalon has a history with Span but continues to choose Span because of its ability to fulfill challenging project requirements. McPherrin said, "Span helps my business by getting things done on time. Our company is always on a tight schedule and Span always meets it."

Escalon also appreciates Span's safety programs. "Span's programs are a comfort thought. If it cares about its people, it will care for ours." For these reasons and others, the company would use Span again. McPherrin commented, "Escalon will continue to use Span due to its great customer service. It can pull projects together from sketchy details and that is what we need. In addition, its pricing is right and it has great people with real expertise."



Joey Sagariballa

Span's integrity and pride in its work are two qualities that keep Britz Inc. involved with Span, according to Joey Sagariballa, construction manager for Britz. He said, "Span can take a customer's building needs and take it from design to certificate of occupancy basically all in-house which is a real plus in our opinion."

Span has also helped our business by completing projects on schedule, which helps us maximize our efforts in the market place."

Budgeting can be a hard task, but Sagariballa stated, "Span has helped with all of our construction budgets from forecasting to value engineering. I have been able to complete our projects within the proposed budget."

Sagariballa is quick to recognize the efforts of the Span staff. He commented, "Span has assembled a team of construction professionals and administrative staff that make doing business with them a real pleasure. Span's safety people have good communication with our safety director and have had no accidents in the past."

"Span will continue to be our contractor of choice in future. Everything you expect from a full service contractor you get with Span. Quality is a Span trademark and really shows in its buildings," Sagariballa concluded.

Clearly, relationships with customers are a great asset to Span. Husein offered some advice to other contractors who are trying to build a customer base. He said, "Always provide the client with best quality, unprecedented service, aggressive schedules and price competitiveness; regardless of the circumstances, which will build confidence and trust in the client."

To Page 22, Span



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**Senior  
Management**

**Does the senior management have long-term experience and displayed competency in the metal buildings industry?**

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**Integrity**

**When your supplier gives a pricing commitment, do they keep it? Every time?**

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**Raw Material  
Sources**

**Does your supplier have an uninterruptable supply of raw materials to protect you from missed schedules and shortages?**

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**Business  
Investment**

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Investment**

**Did your supplier continue to add and grow people in the downturn rather than laying them off?**

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**Design and  
Detailing**

**Does your supplier do all of their design and detailing with their own dedicated employees?**

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**Does your supplier ship steel that Fits, On-time, at Competitive prices, with Unbeatable service and Solutions that work?**

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**Relationships**

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## TOP METAL BUILDER

From Page 20, Span

Some of Span's projects built in 2003 follow.  
**Buzz Oates-Doug Barkdall, Phoenix, AZ:** This was the largest project built by Span in 2003, consisting of 552,000 sq. ft. The building is 570' x 969' x 33' eave height. The project also features a gable roof with 1/4:12 slope. The framing is a continuous beam design with moment-resisting tapered sidewall columns and interior tube columns. Galvalume finish, 24-gauge standing seam roofing was used. The project walls are tilt-up concrete with parapets and multi-gutters

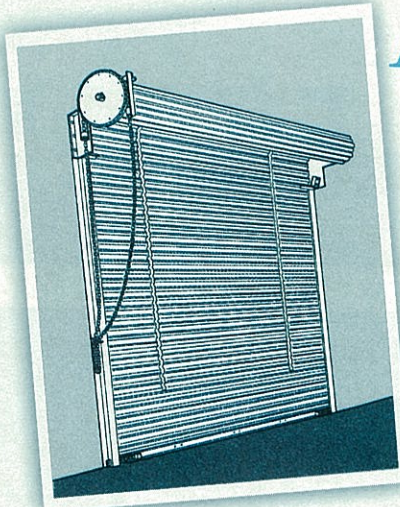
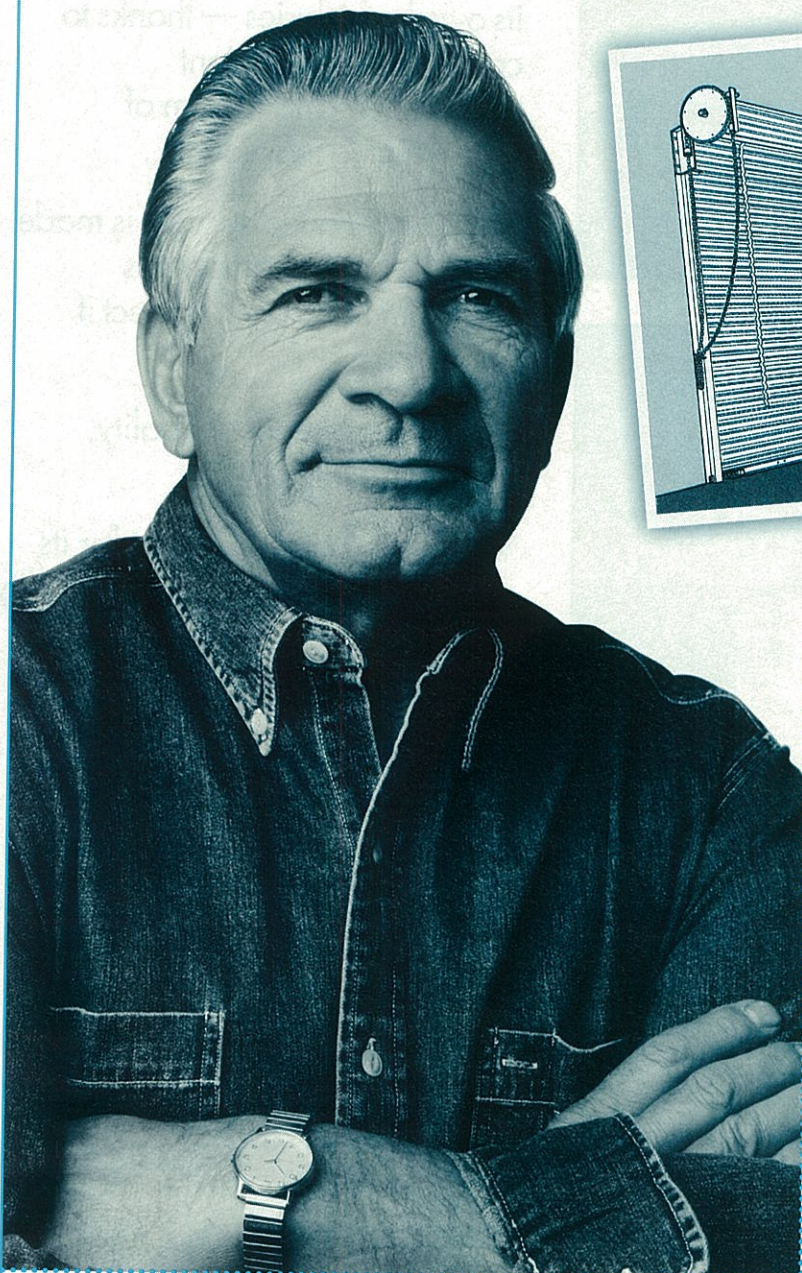


Costco Wholesale in Cabo San Lucas, Mexico.



# reliability

"With 30 years of experience, using doors from most door companies, I find the reliability and quality of Roll-A-Flex Doors unsurpassed." - DICK POWELL, POWELL DOOR SERVICE



**A**T ROLL RIGHT INDUSTRIES, we know simplicity. And it's obvious from our customer's satisfaction. Not only do we custom make our doors to your specifications, we also make them easy to install- so you don't have to be an engineer to get the job done.

We also provide unparalleled service and technical support. But then again, what would you expect from a company that has been standing by its product since 1974?

Roll-A-Flex Doors. Built right. Delivered right. Installed right. And all at a right price. Is there any other way to go?

### WE OFFER THE FOLLOWING:

- Commercial Roll-Up Doors
- Wicket Doors
- Wind Struts
- Draft Stops
- Hoods
- Thresholds
- Electric Operators



around the full perimeter of building.

**Buzz Oates Co. - Fite Court, Stockton, CA:** This is one of several projects built in Stockton. The 4819 Fite Court building is 513' x 684' x 31' eave height. A gable roof with a 1/4:12 slope was used on the 351,000 sq. ft. project. The walls are tilt-up concrete with a combination of VP eave gutters and parapet wall condition with multi-gutter. The framing is a continuous beam design with moment-resisting tapered sidewall columns and interior tube columns and the roof is covered with 24-gauge standing seam roofing with a Galvalume finish.

**Buzz Oates Co., Vacaville, CA:** This project



consists of two buildings. Building A at 2131 Beechcraft Rd. is 220' x 627' x 31' eave height. The 138,000 sq. ft. building also features a gable roof with 1/4:12 slope. A continuous beam design with moment-resisting tapered sidewall columns and interior tube columns was used for the framing. The roof is covered with 24-gauge standing seam roofing with a Galvalume finish. The building walls are tilt-up concrete with a combination of VP eave gutters and parapet wall condition with multi-gutter.

Building C at 2041 Cessna Dr. features the same walls, roof and framing as building A, but is 338,000 sq. ft. and measures 456' x 741' x 31' eave height.

**Costco Wholesale, Wilsonville, OR:** CMU walls with block pilasters were used on the perimeter walls of this 148,663 sq. ft. building.



Architectural metal panels accent each corner of building and an open canopy features a gable roof and architectural metal roofing panels. Outrigger accents were used around the entire building.

**Costco Wholesale, Commerce Township, MI:** A combination of CMU and metal wall

To Page 24, Span



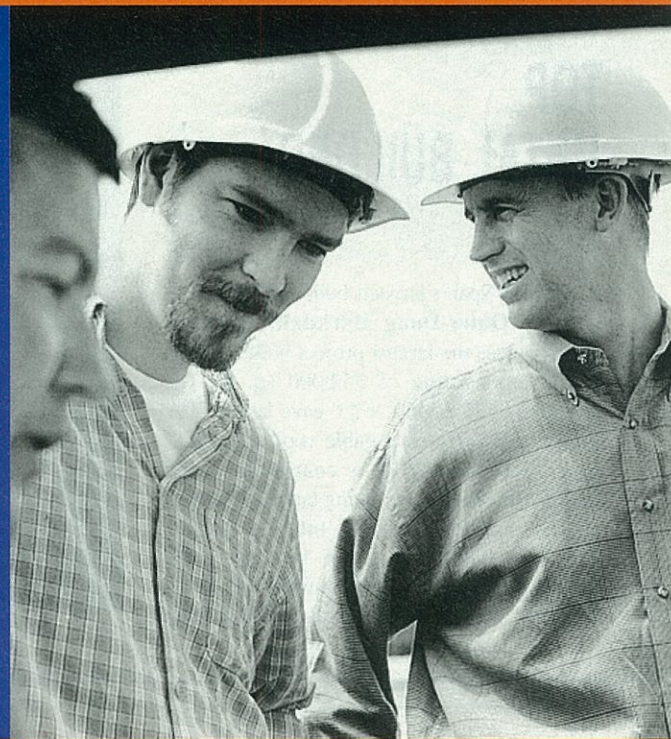
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# SPAN CONSTRUCTION

TOP METAL BUILDER FOR  
14 CONSECUTIVE YEARS



*Costco Wholesale  
Boise, Idaho*



Fourteen years ago, with hard work and dedication, Span Construction and Engineering achieved the ultimate dream in the metal building industry: it became Number One.

Today, Span continues to exceed its own boundaries — thanks to creative ideas, efficient productivity and a team of hardworking individuals.

Span's continued success is made possible by the company's commitment to each project it undertakes.

It is a commitment of quality, safety and integrity.

VP Buildings salutes Span for its unparalleled excellence and ability to provide unique building solutions for its customers.

VP is proud of its partnership with Span and looks forward to even greater success in the future.

Congratulations to Span Construction on earning the unsurpassed reputation as *Metal Construction News'* Top Metal Builder for the 14<sup>th</sup> year in a row!

*BYU Indoor Practice Facility  
Provo, Utah*



*Buzz Oates Companies  
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## TOP METAL BUILDER

From Page 22, Span

panels were used on the perimeter walls of this 136,297 sq. ft. building. The project features architectural accents combining masonry and metal wall panels on the exterior of the building and an enclosed canopy. All of the Costco projects were designed by MulvannyG2 Architecture of Bellevue, WA.

**Costco Wholesale, Folsom, CA:** The 148,663 sq. ft. building used full height masonry walls with pilasters for the perimeter walls. A large entry canopy features architectural metal roofing and wall panels with



Escalon Premier Brands, Escalon, CA (left) and Britz Inc. Office, Shafter, CA (below)



# DYNAMIC FASTENER

Everything for the Builder & Contractor

**Are you tired of wasting your hard earned money on T-5 screws that have point burn-off or on screwguns that burn-up prematurely?**

Then you need to use **Fenderhead™** stout T-5s! Fenderheads are the stout T-5 with a built in fender washer like washer face under the head. These extra large T-5s provide many advantages over their puny brethren.

1) The screw shank is a #14 diameter vs. the common #12 diameter. The larger #14 diameter will provide better pull-out and shear values than the #12 diameter screws.

2) The giant washer face measures 5/8" O.D. It provides superior pull-over values and creates more than 100% additional bearing area as compared to the common 7/16" O.D. washer face. (.3066 sq.-in. vs. .1502 sq.-in.).

3) Milled thread reliefs insure that the threads will tap quickly and reliably — every time.

4) The extra stout head of these fasteners measures a whopping 37% taller than their puny #12 brethren. This extra stoutness of the head height allows the screwgun's torque to be more efficiently transferred to the screw's drill tip. It also **ELIMINATES** the wobble that is frequently experienced when one is starting the drilling process. Usually the operator experiences an increasing amount of wobble (and frustration!) when using longer screws. But that problem is history.

These stout T-5's do not wobble as one starts drilling them. In fact, these screws are installed with one hand on the screwgun. Period. The second hand does not need to be holding the shank of the screw steady. This one hand operation is true for all Fenderheads, including the longest.

Due to the 5/8" washer face, some contractors have used this screw for decking in lieu of burning 5/8" puddle welds. This eliminates the aggravation of testing weld quality and eliminates the hassle of repairing weld burn throughs.

Fenderheads are available in lengths of 1 1/2", 2 1/4", 3", 4", 5", 6" and 8". 4" and under are fully threaded. Stocked with a metal backed EPDM washer and without the EPDM washer. Screws have a 1000 hour salt spray premium coating.

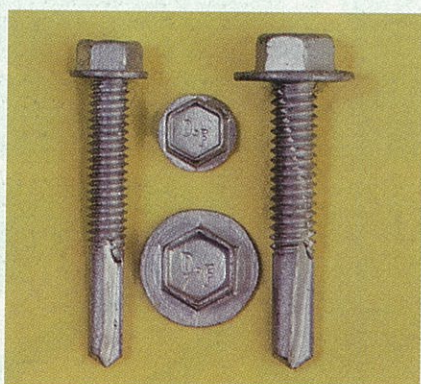
### IMPORTANT INSTALLATION INSTRUCTIONS:

1) When drilling through 1/4" or thicker steel it is very important to use a slow rpm/high torque screwgun. A DeWalt 269 with 1,000 rpm's is a perfect example of a suitable tool. If you use the very common 2,500 rpm screw gun (DW268) or 2,000 rpm screwgun (DW267) to drill into 1/4" or thicker steel then you will prematurely burn up the motor in the screwgun. Plus, you will burn up the points of your screws at an unacceptably high rate.

Everyone knows that there is a direct trade-off between high speed and high torque. When drilling thick steel, high torque is what you need!

2) Installation pressure must be light. 30-40 lbs. of force is all that need be applied to these ultra-premium screws. Just like the finest quality drill bits, these superior screws work best when one allows the screw to do the drilling and the work.

With a 1,000 rpm screwgun and the proper force of 30-40



Actual size photo comparing  
12-24 x 1 1/2" T-5 vs  
14-20 x 1 1/2" Fenderhead.

lbs. of pressure, your screw failure rate will be less than 1%.

When drilling 1/4" or thicker steel, the synergistic benefits of coupling these premium T-5's and a 1,000 rpm screwgun are many: 1) less fastener waste 2) easier fastener installation 3) worker productivity increases since the down time is eliminated in which the worker waits for the tool to be cool enough to pickup 4) worker satisfaction improves by providing the right tool for the right job 5) the unnecessary costs associated with premature motor burn up is eliminated 6) you WILL spit out 1"+ waste curls of steel. This fact reinforces to the operator that this is a highly efficient drilling process 7) particularly difficult applications such as drilling through dead-air trapped between two pieces of steel are greatly simplified. In numerous

tests not once did the point chip, split or burn off in this difficult application.

Amazingly, these stout T-5's were installed using a DW269 through 3/8" thick steel into another piece of 3/8" thick steel with 1/8" of space between the two plates of 3/8" steel. Our competitor's screw could not perform this very difficult application.

**HOT DEAL:** for every \$500 of D.F T-5 screws (#12 or #14 dia) that you buy — you may purchase a DW269 for ONLY \$99! The screws and tool(s) must be ordered at the same time.

If you currently do not own any DW269s — we are not suggesting that you need to buy more screwguns. On the contrary, instead of company X buying say 30 DW268's each year, we are suggesting that company X should buy 20 DW268's and five DW269's. By buying the right tool for the job, your annual screwgun purchases will decrease not increase.

The DW269 can drill any point — from T-1 to T-5. But for the very most common drilling applications of 1/8" and lighter steel, the DW269 is not as efficient as the DW267 or DW268.

Some customers tell us that they use a 1/2" impact wrench to install T-5's. Although not recommended, an impact wrench will quickly install a T-5. But the user must be cautioned to not over torque the screw. An impact wrench can shear the head off the screw during installation. An over torqued screw head could create excessive stress on the screw. This stress can fatigue the fastener over time resulting in potential fastener failure after installation.

### Who Loves Fenderheads?

Stan Eubanks, Senior Erection Superintendent for Butler Construction says:

*"We used over 200,000 Fenderheads on a 1,175,000 sq. ft. roof. I was very impressed with the fasteners' drill speed and overall performance. I expect to use them on many future projects."*

FENDERHEAD IS A TRADEMARK OF DYNAMIC FASTENER SERVICE, INC.

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exposed structural steel trusses.

**Costco Depot, Dallas, TX:** This project has a 28' eave with a 1/4:12 roof pitch, as well as a stand alone guard booth/canopy structure



and metal wall panels on top of a 15' tilt up concrete wall. However, it has 86,850 sq. ft. of cold storage and 97,650 sq. ft. of dry storage.

**Costco Wholesale, Inglewood, CA:** This 148,663 sq. ft. building used metal walls with accents around the perimeter, combining mul-



iple layers of metal wall panels with trellises. A metal canopy features CMU pilasters.

**Costco Wholesale, Cabo San Lucas, Mexico:** A metal wall panel system and 24-gauge standing seam roof were used on this 122,332 sq. ft. building. The project features a stepped parapet wall and a view of Lands End in Cabo San Lucas. This project survived a hurricane during construction.

**Escalon Premier Brands, Escalon, CA:** Span has built several projects for this client totaling 425,000 sq. ft. of buildings for processing, offices and warehouses.

**Britz Inc. Office, Shafter, CA:** Three agricultural buildings and an office serve the southern San Joaquin area for fertilizer and agricultural services.

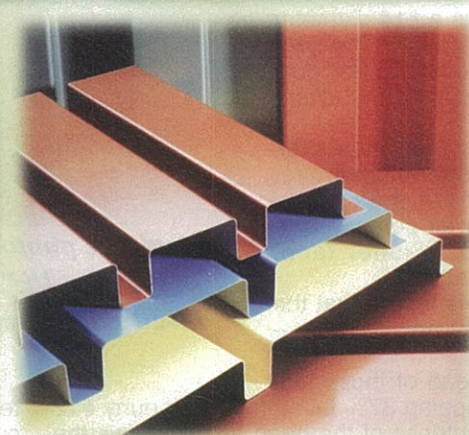
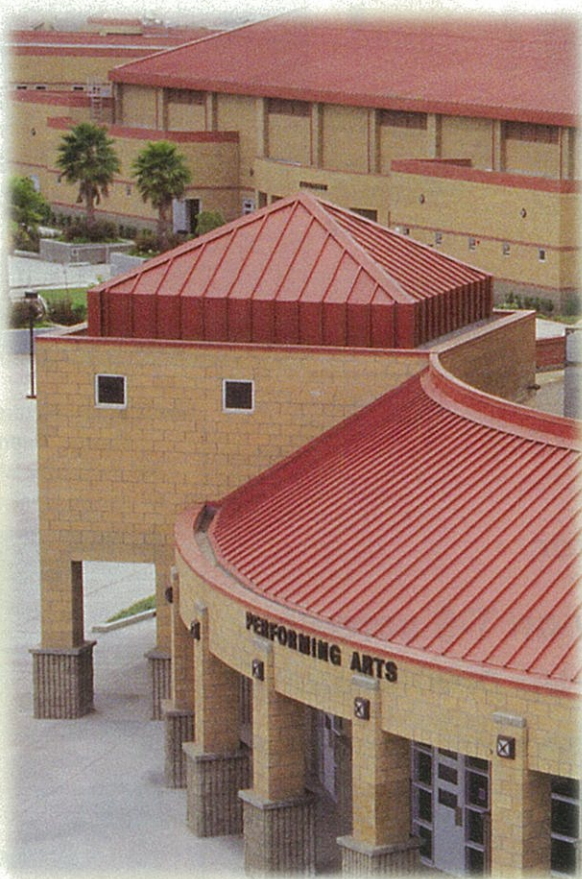
**Brigham Young University Indoor Practice Facility, Provo, UT:** This field has a 222' clear span by 425' long with a ridge height of 93'6". The framing is an open-web curved structure. The erection of the framing was completed in one month. The project was completely enclosed and ready for field turf in five months. Architectural standing seam roof panels were curved on-site by a special forming machine. Valentiner Crane Brunjes Onyon of Salt Lake City, UT, served as the architectural firm for the project.

MCN

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